

Message Text

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PAGE 01 HONG K 04871 021504Z

45

ACTION COME-00

INFO OCT-01 EA-11 ISO-00 EB-11 NSC-07 NSCE-00 RSC-01 DRC-01

CIAE-00 INR-10 NSAE-00 /042 W
----- 008141

R 020625Z MAY 74

FM AMCONSUL HONG KONG

TO SECSTATE WASHDC 570

INFO USLO PEKING

LIMITED OFFICIAL USE HONGKONG 4871

E.O. 11652: N/A --DECONTROL ON RECEIPT

TAGS: BEXP, HK

SUBJECT: OIM TARGET INDUSTRY RESEARCH: METALWORKING & FINISHING
EQUIP. - PRC

REF: A) HONG KONG A-80 OF 4/11/74; B) STATE 81944.

1. POST'S REVIEW OF SUBJECT STUDY WAS SENT ON 4/11/74
(REF. A). ALTHOUGH WE GAVE A DETAILED ANALYSIS OF THE
MOBIUS STUDY IN THAT MESSAGE, WE HAVE A FEW ADDITIONAL
COMMENTS IN THE LIGHT OF YOUR 081944 WHICH CROSSED OUR
REPORT " IN THE MAILS."

A. AMONG PROBLEMS ENCOUNTERED, BY CONTRACTOR OUTSIDE
OF PRC, IN RESEARCHING PRC MARKET WERE:

1. LACK OF CONTACT WITH END USERS.
2. LACK OF USEFUL CONTACTS WITH PRC GOVT. OFFICIALS.
3. UNAVAILABILITY OF STATISTICS.

NEVERTHELESS, STUDY WAS VALUABLE BECAUSE MOBIUS DID
COME UP WITH PLAUSIBLE ESTIMATES WHICH WE BELIEVE TO BE
RELIABLE AND USEFUL. FURTHERMORE, WE FEEL THAT SUCH
INFORMATION IS VALUABLE ENOUGH THAT, IN SPITE OF PROBLEMS,
CONTRACTS SHOULD BE MADE FOR RESEARCH ON PRC MARKETS FOR
OTHER PRODUCT CATEGORIES.

B. CONCERNING YOUR REQUEST FOR SUGGESTIONS ON MODIFICATION
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OF SPECS, WE FEEL THAT THEY SHOULD BE REWRITTEN TO REFLECT

THE PROBLEMS RELATED ABOVE. MOBIUS DISCUSSED PROBLEMS
HE EXPERIENCED AND MADE RECOMMENDATIONS FOR CHANGE IN SPECS
IN A REPORT HE PREPARED IN RESPONSE TO STATE 077133. THE
REPORT WAS FORWARDED APRIL 29.
CROSS

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